

## **Addendum to RFP for the Green Lake Boat Rental and Food Service**

### **Questions and Answers**

**Question:** Can you please provide a footprint of the Building and Storage areas of the boat rental?

**Answer:** Please see the attached footprint with areas marked as 'boat rental building', 'fenced storage area' and 'boat staging areas' on page two. NOTE: the building does not have potable water and has an enclosed breezeway between the two sections of the brick building.

**Question:** The number of boats and related equipment required on the RFP seem to be lower than what is now available at Green Lake. Why is that?

**Answer:** The current concessionaire has had over five plus years to build his inventory up to where it is now. His current inventory consists of the following:

40 Paddle Boats – 20 two-seaters and 20 four-seaters	
10 Sailboats	20 Kayaks – 10 Singles and 10 Doubles
6 Canoes – all two-seaters	40 Paddle Boards
6 Row Boats	4 Water Bikes
3 Water Discs	200 Life Vests in various sizes
Paddles for all boats	and spare parts for all equipment

This inventory does account for an increase of rentals and therefore increased gross sales; but we wanted to ensure that, if a new operator is selected, the initial cost of obtaining inventory is not prohibiting them from applying. It is important to maintain the historical revenue this activity has provided to the department. We feel that once a company begins operating they will be able to buy additional equipment to build their rental sales as needed.

**Question:** If I decide to submit a proposal for this joint boat rental and food service operation, can I sub-lease one side of the business?

**Answer:** Yes – if the applicant is experienced in one side of the business but not the other, he/she may partner or sub-lease with another person to operate one of the businesses. Please note that the entity who signs the concession contract will be considered the person responsible for both operations and payment will be from that person; and will also be the department contact for issues or concerns of both businesses. A copy of the sub-lease agreement between the two entities is required by the department.